

PX 588

From: [REDACTED]@ripple.com>
Sent: Monday, March 05, 2018 8:26 PM
To: [REDACTED]
Cc: Asheesh Birla; [REDACTED]
Subject: Re: Notes from today's VC meeting

Standard potential XRP interest meeting (which I would love to get tighter deck for these - I know corp deck revamp is on the way).

Interesting they all connected via their Telegram channel - which makes me wonder if there are ways we could expand to the XRP community via Telegram (but it may just open us to more trolls).

Will send email cc-ing everyone tomorrow asking for their feedback on their trip and offer introductions to OTC MM, etc. and Add Questions to Master FAQ. Thanks [REDACTED] for noting all of them!

Will make sure they're signed up for insights, too!

On Mon, Mar 5, 2018 at 8:18 PM [REDACTED]@ripple.com> wrote:

> Thanks, [REDACTED]

> Asheesh/[REDACTED] - Would be great to get your thoughts as well and
> let us know of any next steps as a result.

> Thanks,

> [REDACTED]

> On Mon, Mar 5, 2018 at 8:13 PM, [REDACTED]@ripple.com> wrote:

>> Hi team,

>> Here are some note/observations from our VC meeting today. I also
>> recorded every question they put to us - let me know if any Qs!

>> - Observations:
>> - Meeting with [REDACTED] and others around SF/Bay
>> Area
>> - Referred to XRP as 'Ripple' despite us making it clear
>> throughout the meeting
>> - Varying levels of understanding of crypto/blockchain and
>> Ripple/XRP amongst attendees
>> - Seemed impressed by our XRP/Bitcoin comparison slide -
>> particularly on speed, TPS and energy consumption
>> - Questions:
>> - Is Ripple integrated with all announced customers?
>> - What is your revenue model?
>> - XRP doesn't have to be used in your payments solution?
>> - When a bank signs a contract with you, is it for all of the bank

>> or just parts of it (ie private or retail banks only)?
>> - What could hold back further customer adoption?
>> - Have you lost any customers?
>> - What's a dream customer that you don't currently have?
>> - What's the financial future of the company? Financing? Growth?
>> IPO'ing?
>> - Is XRP a security token? Utility coin?
>> - Do you pay employees in XRP? Are they equity holders?
>> - Will you list on CoinBase?
>> - You seem to have two pieces to your company - the products vs
>> XRP (that speculators are interested in)? How do they fit together?
>> - Why are you better than [REDACTED] Is there room for both of you?
>> - Who is the intermediary with xRapid?
>> - What is your M&A strategy/focus?
>> - Are all developers of XRP/XRP Ledger in house?
>> - Will your payments solution have a P2P focus at all at any point?
>> - Was it hard to hire people? What about now? Who is wanting to
>> come work for you?
>> - Why does the price of XRP go up or down on any given day? I
>> can't make sense of it.
>> - Do you use Bitstamp's XRP price as your benchmark?

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